REALTY HEADS ARE EXTENSIVE AGENCY TO SERVE DISTRICT

Says Arbitration Committee Will Assist Clients And Realtors.

FUTURE IS BRIGHT

Claims That Many Persons With No License Operate Here.

Washington's "undesirables" the real estate profession, popular-ly called "shyster" brokers, will be eventually eliminated through the efforts of the Washington Real Estate Board, according to David E. Barry, prominent realtor here.

Expressing great confidence he local board and calling its offleers "sound and capable men," near future the District's realty field will be cleared of the "shady" real estate men. He charged that a great number of persons under the guise of licensed brokers were perating in the city to an end that

Mr. Barry said the Washington Real Estate Board, through its ar-bitration committee, will increase service between clients and agents tenfold. In the future, he intimat-ed, prospective buyers will deal with realtors only, and certainly question those not belonging to the

active future for the real estate business in the handling of old houses was pictured by Mr. Barry. Hundreds of persons living old houses was pictured by Mr. Barry. Hundreds of persons living in the suburbs will desire homes in the down-town section so as to be near their respective professions. he said. A great many of these persons want old houses remodeled, but will not commit themselves to the worry of making an old house new. This is new. This is where the real estate man can well afford his attention,

In speaking of the shortage of two years to meet the demand. Regidential properties in Virginia, he said, have a bright future. The reason for this is the fact that be-

He visualized Washington as the rrentest city in the world, adding that every citizen here desires to buy a home. Of course, money is rather tight, he said, but the time coming when the District will see little rented homes. Real estate activities are sound here because the pity only has a ten-mile square ares, properly called Washington, in which to house its incoming

ORGANIZED EFFORT IN REALTY WORLD

Real Estate Is Greatest and Most Wealth Producing On Market.

It seems to me that at this time. when nearly every class of professional man and laborer is proving to the world the value of organized effort, it is unnecessary to empha-suggestion-by assigning the title of

ever accomplished more toward raising the standard of our profession toward securing the good will and co-operation of the buying publie and actually placing more money the present-day civilization is orto our credit in the bank each year ganization—the almost involuntary

industries and from which must come all professions. We have proved to the world that we are selling the greatest, safest and most wealth producing article on the market, real estate. The public has proved our statements are true by buying the article we have for sale. Real estate absolutely controls the growth of our cities and our coun-Real estate absolutely controls the growth of our cities and our country. Why, then, should the men engaged in this greatest of all professons fail to protect their own interests and those of their cities.

The element of self-interest is lacking, or enlightened, the accomplishment benefits not only the actual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive walls laying the bricks is productual members, but industry as a considerable motive without arousing the suspicion that self-interest is present, exactly the same whatever considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive without arousing the suspicion that self-interest is present, exactly the same whatever considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive. Nor can it hope to be continually walls laying the bricks is productual members, but industry as a considerable motive.

second. That they will get their

Price of farm is suddenly changed, terms not as agreed upon between agents, and then finally after all the institute should be the dominant body in the industry embracting all branches of activity and permitting the concentration of all

and the sale is made, the agent who has the land states he cannot pay the commission agreed upon and the other agent must either cut his commission or start court action to secure it.

permitting the concentration of all available knowledge and experience on any given problem. The possibility of such an organization, or at least of a council, in which all might be represented, is still under

Would it not be far better, both for the client and the agent, if the lows man knew that he was taking his client to a realtor who believes in a code of ethics. Would it not in a code of ethics. Would it not mean many more sales, more commission and more satisfied clients if the farm land men of every State were thoroughly organized by local boards and an exchange of business continually passing from becomise.

REALTOR DAVID E. BARRY



Mr. Barry is one of the younger set in the real estate field here

HUGE POWER OF ASSOCIATION REACHES OUT FAR AND WIDE

Asserts Factors Benefiting Any Industry Move Builders Upward.

have gone further afield than the gible results. In speaking of the shortage of a speaking of the shortage of the speaking of the shortage of the shortage of the shortage of the speaking of the shortage of t I trust that you will not lose sight of the fact that whatever benefits sult from the honest misunderstandings of honest men—misunsides a house, ample ground is
industry as a whole benefits the
given the buyer.

He visualized Washington as the doubt the possibility of the engineer suspicion and inability to evaluate being competent in himself to solve the opposing viewpoint. This is all of the problems of our computative of the employer-employe relaall of the problems of our compu-cated civilization, I trust you will not consider me as holding him to be without function, says an au-of the relation of industry and gov-

> of effort, and I think I perceive a on most effectively in the ultimate growing resentment toward this conception of the engineer's function, I plant, and by those directly interimself competent to adjust the many problems which arise in commerce and industry. Is it not possible that the qualifications of the engineer have been confused with the methods of the engineer, and may it not be possible that what is desired is the application of engineeing methods rather than the engineer in person? However, this divergence in viewpoint might be reconciled—if there he not too much of heresy in the suggestion—by assigning the title of

Association for Common Good.

The outstanding characteristic of the present-day civilization is orthen our own local real estate them our own local real estate boards.

We represent the greatest business in the world, which controls the invested capital of America, which pays over 80 per cent of all taxes, upon which is founded all this is the stated object of our industries and from which must be over the normality of the stated object of our own organization. Sooner or later, the normality of the stated object of our own organization. however the possibility of other activities becomes evident and invertible the initial purpose of the association is broadened and work functions. is undertaken which results in common good. In the measure in which the purpose is altruistic and the element of self-interest is lack.

interests and those of their clients by not organizing?

The farm land dealers certainly predominate in the real estate profession. There is no branch of the profession which is more dependent upon one another than the farm men, if for no other reason than that the farm dealers should develop their part of the profession by the organization of local boards.

Many Iowa resitors sell land in other States. They must necessarily sell, through local agents. There elients and those are:

First. That their client will get a square deal.

How live.

From the instinctive nature of their conception, these associations, however well conceived for their specific purpose, will not be formed in accordance with some well-considered and thoroughly planned scheme, resulting in a properly rounded and carefully calculated whole, but, on the contrary, will pression of a series of unrelated bodies, each going forward in its own way, and, to an extent, ignormon, until consideration is forced by some duplication of effort or conflicting action.

All Embracive Association

All Embracive Association Un-wieldy.

But I have often seen Iowa dealers sell clients farms through local agents and then encounter trouble.

Price of farm is suddenly changed.

This condition has long been recognized and was under discussion when I became connected with the institute as an associate member some twenty-five years ago. The thought then was that This condition has long been discussion. Progress, however, has been along other lines, and today the probabilities are that such an organization would fall because of

local boards and an exchange of business continually passing from realtor to realtor? Every county should have an organization of reliable, trustworthy real estate men to whom any of us can take buyers and know both our clients and ourselves will be protected.

With the knowledge of the national code of ethics and the meaning of the term "Realtor" rapidly whom they do business are realtors.

If, in the selection of a subject, | the concentration of interest neces-

beyond the domain of the engineer. the people to the perception of true ernment. If the condition is to be Should Engineer Advise Employer, removed and the interest It is true that I am not in entire sympathy with what appears to be a growing feeling that the engineer may, with advantage level of the engineer may, with advantage level of the engineer may with advantage level of the engineer may be a second of the interest of our whole people advanced, the only certain procedure is through adequate education. In the employer-emwith advantage, invade all fields ploye relation this can be carried am not at all certain that the en-gineer should presume to advise in relation between employer and em-ploye, nor that he should consider tact and interchange—as between the should consider the should cons industry and government only by served. the presentation of mass view of

In other than matters of direct interest, such as the employer-emsize this thought in relation to the real estate dealer," says an authority in the Fraternal Real Estate Journal.

We in Iowa, have proved the value of organization, and know that nothing before attempted has ever accomplished more toward raising the standard of our profes-

functions. No single group—whether corporate or associate—may difference cannot be so great. The assume to present the interest of foundation, chimneys and the whole the whole without arousing the sus-

PLACE IN REALTY

WALL FINDS TOP

Cites Great London Fire As Example of Unsafe Dwellings.

"IDEAL" 8-INCH

TIMBER DIMINISHES

Urges More Brick Homes So That Country Can Conserve Lumber.

par; but well burned brick endures the pertion of the header within outlined have been developed to forever in the ancient landmarks the hollow space. of mankind," says Sir Charles Lyell in his book, "The Antiquities of Man." Many modern towns in Asia Manby modern towns in Asia Manby are built with the brick taken from the ruins of buildings dating from almost prehistoric times; and the bricks made here to day are made from the same man. The Representation of the Representation of the Representation of the Representation of the Principles covered in the courses may be made. Educators agree that day are made from the same ma-terial-clay-burned in the same material have, of course, been improved but the basic principle of Ideal wall house in Cleveland. This study paralleling the daily task. By

and the lessons learned in that he were responsible for the fact that Philadelphia, for instance, started out to be a city of brick homes, and out to be a city of brick homes, and to allow an eight-inch brick wall to allow an eight-inch brick wall

and American towns were built of wood, and in spite of changed and

however, as to how long America can indulge its habit of building with frame. The Secretary of Ag-riculture said recenly: "Three-States it not only cutting heavily into its remaining virgin forests every year but is also using up the smaller material upon which out future supply of saw timber dea vital interest in the question of how the timbr can best be con-

the presentation of mass view of the industry, setting forth adequately, accurately and honestly the general need of all.

Trust is Born of Knowledge. the place of wood for these pur In other than matters of direct interest, such as the employer-employe relation, the association, for whatever purpose originally devised, forms the natural and obvious means of carrying forward this more as a general average. By process of education so vital to our

termines the underlying fundamentals and does not mistake the symptom for the disease. The diagnosis
properly completed, the remedy becomes apparent, and the policies
based on the fundamental principles
may be followed in the certainty
that their consistent and persistent
observation will ultimately produce
the desired result, however long
the interval.

All Must Be Represented. All Must Be Represented.

But no single association can do this for an industry. It becomes necessary that all be represented, Particularly is this true in relation with government and governmental functions. No single group—whether corporate or associate—may tractors, unfamiliar with brick construction and possibly afraid of starting something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the stating something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the stating something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the struction and possibly afraid of starting something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the stating something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the stating something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the stating something new, have a habit of stating off-hand that a brick house will cost a large perwindent of the stating something new.

THREE

You can rent second floor for enough to make monthly pay-

OPEN AND LIGHTED

UNTIL 9 O'CLOCK

1215 to 1223 Kenyon St.

COLUMBIA HEIGHTS N.W.

Large Lots, 20 by 150, to 15-Foot Alley 8 ROOMS—ATTIC

Take 14th Street Cars to Kenyon Street and Walk East 11/2 Squares

H. R. HOWENSTEIN CO. 1314 F STREET NORTHWEST

nates the necessity and expense furring the inside of the wall.

This construction really accomplishes something that has been striven for by the use of all kinds of special and rather awkward masonry shapes. With the ideal wall only standard, ordinary bricks are used—no special shapes being necessary, and this saves labor, sorting and masons time. You will note that this method of laying the brick eliminates the thorough morbrick eliminates the thorough morway by which any moisture can penetrate a wall of hard burned brick is through the mortar joint. That can happen only under very severe conditions and that is the reason why all masonry walls are recommended to be furred. But with the Ideal wall the mortar joint does not extend through the

run through.

manufacture has always been the company keeps accurate cost rec- this method the school room is when America was first settled all we had to do was to figure the ploneers found the country covered with forests. Lumber was so side walls above the first floor line. plentiful and so handy that natural-ly it was the material used in the building of the majority of homes. But not of all homes. Some of the settlers had very acute recollection of the great fire of London, which destroyed that city completely figures very carefully and these

dence. It is an economic waste to been giving it thorough and careful insist on thicker construction, for consideration. wood, and in spite of changed and changing conditions wood is the principal material used today. I isfactory and comfortable in thousands of habit than for any other reason.

It is a matter of speculation, however, as to how long America can indulge its habit of building in the lists of the cities now allowing the eight-inch wall for both stories of a residence:

Baltimore, Birmingham, Boston, Cambridge, Columbus, Cleveland permanent construction is severely defined. To insist on a greater thick can indulge its habit of building in the cities now allowing the eight-inch wall is proving satted. To insist on a greater number of the cities now allowing the eight-inch wall is proving satted. The cities now allowing the cities now allowed the cities area of the rooms in the house, a Pittsburgh, Tacoma, Washington, D serious consideration in the small C., Wilmington, Richmond, Syracuse residence. But most important of Tampa, Worcester, New Haven riculture said recenly: "Threefifths of the original timber of the
United States is gone and we are
using timber four times as fast as
we are growing it. The United
the man who can least afford to
hear it—the small home owner. This
we are growing it. The United
Grates it not only cutting heavily

THIRTY BUSINESS MEN HERE TO AID Y' STUDY COURSE

Every Prominent Advertiser in City Is Listed In Advisory Group.

More than thirty representative business men of Washington have assisted in developing the courses of wall. The only material which the Evening School of Commerce, runs clear through an 8-inch Idea; at the Y. M. C. A., under direct wall is the headers and in a 12inch wall even the headers do not supervision of Arthur L. Ward, director of education of the Yr M. C. In practice it has been found that A. schools. The courses will embrace

meet a growing demand for instruc-The Representative Realty Com- this is the most valuable kind of clay—burned in the same party of Cleveland, who are big op-The details of handling the erators, inquired of us as to the so linked with the work room, and the office becomes the laboratory of

the shop."

John A. Petty, executive secretary of the Washington Board, will be instructor of the real estate course. The advisory commit-tee is composed of William L. Beale executive officer, American Security of the great fire of London, which destroyed that city completely, most of the houses and other buildings being of wood. A new city of bricks and mortar rose on the ashes of the medieval wooden city; and the lessons learned in that fire were responsible for the fact that and Trust Company; Charles S

Why Stop Building?

Our Artificial Stone Construction Brings Building

to a Pre-War Basis

Let our 20 years' experience be of service to you. Three-

way builders-% or contract or we furnish materials, you

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Dealers in CEMENT, ARTIFICIAL STONE, LIME.

Get Our Estimates and Be Convinced. We Make Anything Out of Cement. COOL IN SUMMER. BETTER THAN BRICK. WARM IN WINTER

ADVICE TO REALTY ON INVESTMENTS

"The real estate man is con-stantly trying to broaden his market seeking mainly in this respect to convert some of those who invest in stocks and bonds to putting their money in real estate Instead.

"In going after this class of people, the better returns he can show on an investment in property the more converts he will make: and surely construction that depreciates very slowly and in which upkeep expense is al-most eliminated, will furnish formidable arguments for his salesmen."-William Carver.

ers; Ben T Webster, of Boss & Phelps.

I. J. Cassett, advertising manager of the Hecht Company, will be the instructor in the advertising course By WILLIAM CARVER.

Brick. as you know is one of the most enders in the header, of which only a small area is exposed to the weather, will not carry moisture its full length by capillary attraction. In this it aided also by the slight but contained of lime; granite disintegrates into mica, quartz and feldsparses into mica, quartz and feldsparse ney, advertising manager, Goldberg; . O. Martin, C. & P. Telephone Co. Robert H. Isbeil, King's Palace; F. X. Wholley, director, Better Business Bureau; F. Romer of Samson

> ness consultant, will be instructor in the course of credit and collec-tions. The advisory committee is: Mark Lansburg. Lansburg & Bro.; C. W. Clayton, May Hardware Co.; S. H. Talkes, secretary, Mercantile Credit Association: Leon Mayer. Raleigh Haberdasher; estermayer, Woodward & Lothrop. M. Hewlett, of W. W. Griffith Co. E. Drietzler. Parker, Bridget & D. Boyer, assistant cashier, Federal National Bank.

William Gordon Buchanan, busi-

Costmeter Company, will be instructor of the salesmanship course, and tor of the salesmanship course, and the advisory committee will be made up of R. J. Murphy, manager, Dis-trict Oakland Company; Grantz Dunkum, superintendent, Metropolitan Life Insurance Co.; R. W. Hyn- losses through fire obsoles son. District sales manager of the alterations for other than National City Company; William tial purposes. National City Company, william that purposes, inches, tax Davies, merchandise manager of larger estimate of 400,000 Woodward & Lothrop; Edwin S, per year as the normal co Brashears, general agent, Union tion, but 320,000 structures Central Life Insurance Company; J, in ordinary times to house in J. Range, manager, National Cash Register Company.

Realty Journal Has Successful "Live-Wire" Drive

Since "An Appeal to the Presi-dent" appeared in a recent number of the National Real Estate Journal, many applications for mem bership have been received from secretaries of real estate boards affiliated with the National Asso-ciation of Real Estate Boards. Evidently, the "Appeal" appealed to the live-wire presidents of many up-and-doing boards. Also evident was the fact that

the right means were used to reach the presidents and directors of the the presidents and directors of the realtors' organizations. The fact that the "Appeal" appeared in the National Real Estate Journal gave it weight. That is as it should be. The editor of the National Real The editor of the National Real Estate Journal is familiar with the aspirations and the plans of the National Association of Realter

Secretaries. The Journal keeps in close touch with its work. While the response to the "Ap-peal" was most encouraging to the officers of the association and most creditable to the "pulling power" of the National Real Estate Journal we are still anxious to have a nai we are still annious to have a 100 per cest secretary membership and we know that we will succeed if every president and every secre-tary will just take our word for the truth of this statement, as fol-

No investment, of equal amoun can approach, in the value of the return to a Real Estate Board, the nvestment in a membership for its Secretary in the National Association of Realtor-Secretaries.

-M. A. Kelly, N. R. E. J.

The Shortage of Houses.

According to figures just furnished the Department of Commerce the homes. The Census Bureau gives the normal residential con rai National Bank.

E. E. Fowler, salesmanager of the However, the report of the seleccommittee on reconstruction and production. United States Senate ure of 400,000 structures. On-fifth of the normal yearly construction must be used to take the place of larger estimate of 400,000 houses in ordinary times to house increased

COREY & WOOD

YOUNG MAN, your life is insured to protect your family in case of your death. Insure protection and happiness for your family NOW by buying your own home. RENT RECEIPTS are not DIVIDENDS!

Procrastination is a THIEF! NOW is the time to see us about a HOME for HAPPINESS!

Mt. Pleasant

Chevy Chase, D. C.

A good sized 6-room house, A large 8-room semi-bungalow. brick construction. This home is two floors, two baths, four large a vacant, corner dwelling with bed-rooms, electricity, hot water electric lights, colonial porch and heat, built-in garage, sleeping large closet room. porch, large open fireplace.

Price \$9,500.

Saul's Addition

Price for quick sale, \$15,000.

An eight-room house on Galla- Semi-detached with six fine large tin street. Four bed-rooms, two rooms. Hot-water heat, elecbaths, garage, hot-water heat, tricity and gas. Good garage in reakfast and sleeping purches, paved alley. Immediate p

Immediate possession, \$14,000.

Price \$9,500.

COREY & WOOD

NEW LISTINGS IN

EVERY SECTION

5310 Fourteenth Street N. W .- \$15,000

Change in his plans places it on the market just as completed Seven delightful rooms and bath stucco house, between heat,

electric light; large front porch, back porch; sleeping porch, fire place; large closets; attic, full concrete cellar; beaution's deco

rated; expensive fixtures; every detail of the completely appoints home; large lot, delightful surroundings. Room for garage

OPEN SUNDAY FOR INSPECTION

This is a beautiful dwelling, built by own r for



Buying"

713 14th St. N.W.

THE MAIN POINT

To Bear in Mind In Selecting Your

NEW HOME Is Confidence in

The Firm That Is Handling the Transaction

The Shannon & Luchs Sales Organization, out of a knowledge gained through years of experience as builders and brokers, has complete information of every building operation in town. Based on this knowledge, we select for recommendation

ONLY THE BEST **NEW HOMES** ON THE MARKET

We KNOW what we are recommending, and you can depend upon that recommendation, knowing that you will not be the victim of ignorance, poor judgment or over-desire to make a sale. We WILL NOT recommend a house that is not altogether right, no matter how easy a sale may result.

SHANNON & LUCHS Exclusive Agents

Main 2345

\$10,500 Excellent brok house, just completed, must be sold at once. Six large rooms and tiled bath, hot water heat, electric light, front and rear porches, double sleeping porch; n substantially built modern home

Shepherd St.-Near Twelfth

Close Dupont Circle-\$13,500

Very substantial 12 rooms and 2 bath brick house, all modern improvements; servants' rooms; other features, in high-class neighborhood.

Washington Heights-\$12,000

Attractive six-room and bath brick residence, with front and rear porches: sleeping porch; awnings, metal weather strips; new hot water heating plant; electric light; cedar closets and many other features.

Near Lincoln Park-

\$7,250

\$1,000 cash and \$65 monthly will take this nine-room and bath 23-story brick house. Newly papered and painted and in best condition.

On Kenyon St. west of 12th is this very desirable six room and tiled bath brick house sleeping porch maid's room in article hot water heat and electric light. Houses in this locality are selling for much more than is asked for this one.

Corner Saul's Addition-\$13,750

the civing room, center front and rear porther heat, electric light, large lot. This is corner house in very by that will win immediate.

Corner Near Central High

Splendid semi-detach debrick dwelling containing rooms and 2 baths, excelled arrangement and in best cotton. Hot water heat delight, large lot wit h2-car parts.

On Wide Avenue-\$6,300

In central northwest section Six rooms and bath, noders and in first class condition

Washington Heights-\$12,000

813 Fifteenth Street N. W.

Main 2430